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Message Text

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PAGE 01 BERLIN 01322 231059Z
ACTION EUR-12

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R 231047Z FEB 78
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UNCLAS BERLIN 01322

USDOC FOR BEWT

E.O. 11652: N/A
TAGS: EEWT, GE
SUBJECT: EAST-WEST TRADE PUBLICATIONS

1. LOUIS F. SHARPE, PRESIDENT, EAST-WEST TRADE PUBLICATIONS, 475 FIFTH AVENUE, SUITE 1210, NEW YORK 10017, (212) 889-5343 CALLED ON ECON/COMMOFF FEBRUARY 22. SHARPE SAID HE IS WORKING ON PRODUCTION OF A SPECIAL GDR ISSUE OF "THE AMERICAN REVIEW OF EAST-WEST TRADE" WHICH WILL BE PUBLISHED AT THE TIME OF THE PLANNED GDR TECHNICAL DAYS IN THE U.S. THIS MAY. HE SAID HE HAD ARRANGED WITH A DICK HOFFMAN OF COMMERCE THAT A STATEMENT BY UNDER SECRETARY HARMAN FOR INCLUSION IN THE TECHNICAL DAYS PUBLICATION WOULD BE TRANSMITTED TO THE EMBASSY FOR FORWARDING TO SHARPE IN EAST BERLIN.

2. EMBOFF TOLD SHARPE EMBASSY HAD HEARD NOTHING ABOUT PROJECT, BUT TOOK OPPORTUNITY TO EXPRESS CONCERN THAT EAST-WEST TRADE PUBLICATIONS WAS REPRESENTING ITSELF TO POTENTIAL ADVERTISERS IN THE U.S. AND GDR AS ENJOYING OFFICIAL U.S. SUPPORT. EMBOFF RECALLED UNHAPPY STORY OF PHYSICAL ELECTRONICS CO. AND SPRING 1976 LEIPZIG FAIR ADVERTISING SUPPLEMENT, REMARKING THAT
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PHYSICAL ELECTRONICS HAD CLEAR (AND ERRONEOUS) IMPRESSION OF COMMERCE DEPARTMENT SPONSORSHIP OF ADVERTISING SUPPLEMENT, WHICH CONTAINED SLOPPILY TRANSLATED STATEMENT BY FORMER SECRETARY RICHARDSON (77 BERLIN A-51).

3. SHARPE DENIED THAT HE CLAIMS OFFICIAL U.S. SUPPORT,

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BUT SAID HE HAD OBTAINED AND USED STATEMENTS FROM SECRETARIES STANS, PETERSON, AND MORTON IN PREVIOUS PUBLICATIONS. IN RESPONSE TO A QUESTION, SHARPE SAID HE HAD NOT BEEN ENGAGED BY THE GDR TO PUT OUT THE "TECHNICAL DAYS" PUBLICATION. THE CHAMBER OF FOREIGN TRADE HAS SAID IT WILL PROVIDE HIM SOME ARTICLES, AND HE HOPES TO SELL ADVERTISING TO THE EAST GERMANS. SHARPE ALSO SAID HE HAS PREPARED A 21-PAGE "U.S. TRADE SUPPLEMENT" TO THE LEIPZIG FAIR "MESSEJOURNAL" FOR THE SPRING 1978 FAIR.

4. IN VIEW OF TENDENCY IN SHARPE'S PROMOTIONAL APPROACH TO EXAGGERATE DEGREE OF OFFICIAL U.S. SUPPORT FOR HIS ACTIVITIES, EMBASSY RECOMMENDS CIRCUMSPECTION IN RELATIONS WITH HIM. POLANSKY

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Message Attributes

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Draft Date: 23 feb 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Original Previous Classification: n/a
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Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3511364
Secure: OPEN
Status: NATIVE
Subject: EAST-WEST TRADE PUBLICATIONS
TAGS: EEWT, GC
To: COM
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/c96e9ed1-c288-dd11-92da-001cc4696bcc
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